CONSOLIDATED SEP 88

CONSOLIDATED + COMBINED

Point Foundation
Financial Statements
SEPTEMBER 30, 1988

	Current Month Amount	%	Year To Date Amount	%
INCOME STATEMENT				
SALES & ROYALTY INCOME:				
Sales - Subscriptions	18,208.34	22.98	247,217.18	44.15
Sales - Back Issues	423.81	0.53	2,013.31	0.36
Sales - Mailing List	0.00	0.00	12,132.40	2.17
Sales - Direct Distribution	993.45	1.26	46,831.35	8.36
Sales - Warner (natl news)	10,700.00	13.49	45,058.56	8.05
Book Sales:	1,405.35	1.77	9,378.49	1.67
Royalty Income:	30,000.00	37.82	117,500.00	20.98
Production Monies:	12,500.00	15.76	50,000.00	8.93
Change in Sub Liability	0.00	0.00	-78,084.34	-13.95
INCOME SUBTOTAL	74,238.15	93.58	452,047.55	80.74
OTHER INCOME:				
Chronicle Income	2,200.00	2.77	21,450.00	3.83
Unclassifieds	756.05	0.95	3,194.75	0.57
Misc Royalties	307.54	0.39	1,891.01	0.34
Apple Income	0.00	0.00	50,000.00	8.93
Contributions	1,536.75	1.94	7,947.49	1.42
Interest Income	289.12	0.36	3,749.56	0.67
Miscellaneous Income	0.00	0.00	1,881.25	0.34
TOTAL OTHER INCOME	5,089.46	6.42	90,114.06	16.09
Grants Income	0.00	0.00	17,750.00	3.17
TOTAL REVENUE	79,327.61	100.00	559,911.61	100.00
COST OF SALES:				
Circulation Pay:	-4,580.04	-5.77	-34,864.70	-6.23
Sub Fulfillment	-4,699.93	-5.92	-44,264.27	-7.91
Circulation Promo:	-5,941.41	-7.49	-36,018.44	-6.08
Credit Card Discount	-107.06	-0.13	-1,257.43	-0.22
Direct Distributor	-1,114.43	-1.40	-4,487.47	-0.80
Natl Newsstand (Warner)	-1,660.68	-2.09	-8,445.08	-1.51
Printing Magazine	-22,216.13	-28.01	-68,937.78	-12.31
Mailing List Fulfill	-23.41	-0.03	-1,868.47	-0.33
Editorial Pay:	-5,399.34	-6.81	-38,553.09	-6.89
Writers/Contributors	-40.00	-0.05	-21,800.00	-3.89
Misc Edit Expenses	-305.86	-0.39	-1,957.12	-0.35
Computer Networks	0.00	0.00	-176.17	-0.03
Pre-Press	-3,843.13	-4.84	-13,193.66	-2.36
Research Pay:	-1,380.00	-1.74	-14,540.38	-2.60
Research Expense	-14.17	-0.02	-1,336.87	-0.24
Production Pay:	-5,655.00	-7.13	-41,340.55	-7.38
Outside Production Work	-260.02	-0.33	-3,175.12	-0.57
Production Supplies	-765.19	-0.96	-3,327.33	-0.59
Apple Project:	0.00	0.00	-22,780.21	-4.07
Signal Book Project:	-69.00	-0.09	-48,059.61	-8.58
Fringes Project:	-58.77	-0.07	-33,533.12	-5.99
CD-ROM Project:	-14,833.08	-18.70	-97,265.62	-17.37

Paint Foundation
Financial Statements
SEPTEMBER 30, 1988

	Current Month Amount	%	Year To Date Amount	%
Purchases - Books:	0.00	0.00	-2,500.80	-0.45
Fulfillment - Books:	-62.36	-0.08	-898.00	-0.16
Chronicle Expenses	-1,630.00	-2.05	-17,254.90	-3.08
TOTAL COST OF SALES	74,659.01	94.11	559,836.19	99.99
GROSS MARGIN	4,668.60	5.89	75.42	0.01
GENERAL & ADMINIST. EXPENSE:				
Office Pay:	-2,736.00	-3.45	-23,411.24	-4.18
Pub/Administrative Pay:	-2,663.34	-3.36	-8,423.38	-1.50
Insurance:	-1,179.32	-1.49	-2,423.10	-0.43
Paid Vacation Expense	-672.00	-0.85	-3,652.00	-0.65
Kaiser Health Plan	-553.14	-0.70	-2,647.17	-0.47
Taxes - Other	-325.00	-0.41	-1,980.32	-0.35
Taxes - Payroll	-1,408.09	-1.78	-23,158.10	-4.14
Office/Computer Supplies	-13.80	-0.02	-4,668.40	-0.83
Equip Rent/Maint/Spls	-521.87	-0.66	-5,373.58	-0.96
Telephone	-724.79	-0.91	-6,967.48	-1.24
Postage	-1,260.86	-1.59	-7,136.68	-1.27
Rent + Bldg Maint:	-3,341.71	-4.21	-28,853.60	-5.15
Utilities	-493.52	-0.62	-3,918.14	-0.70
Legal/ProFsl/Copyright	-3,010.00*	-3.79	-3,522.00	-0.63
Interest + Penalties	-243.31	-0.31	-2,072.68	-0.37
Bank Service Fees	55.69	0.07	-1,194.20	-0.21
Misc Expense	-170.74	-0.22	-1,668.67	-0.30
Prior Yr Exp + Adj	0.00	0.00	719.02	0.13
WELL repay expenses	300.00	0.38	2,700.00	0.48
TOTAL GEN. & ADMIN. EXPENSE	18,961.00	23.90	127,652.32	22.80
Grants Expense	0.00	0.00	-17,750.00	-3.17
CHANGE IN FUND BALANCE	-14,292.40	-18.02	-145,326.30	-25.96

Kaiser Warrant -276.57
-14,015.83

*$3,000 was transfered to Signal Expense because it was Brochure agent fee. Profsl 3010 → 10
Signal .69 → 3069

COMBINED

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SEPTEMBER 30, 1988

INCOME STATEMENT

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SALES & ROYALTY INCOME:				
Sales - Subscriptions	18,208.94	22.95	247,217.18	44.15
Sales - Back Issues	423.81	0.53	2,013.31	0.36
Sales - Mailing List	0.00	0.00	12,132.40	2.17
Sales - Direct Distribution	998.45	1.26	46,831.95	8.36
Sales - Warner (natl news)	10,700.00	13.49	45,058.56	8.05
SWEC Income	898.95	1.13	7,984.49	1.43
WESC Income	79.00	0.10	377.00	0.07
Best of CD Income	82.00	0.10	330.00	0.06
Media Lab Income	0.00	0.00	341.00	0.06
Signal Book Income	346.00	0.44	346.00	0.06
Signal Royalties	20,000.00	25.21	40,000.00	7.14
Fringes Royalties	0.00	0.00	20,000.00	3.57
CD-ROM Royalties	10,000.00	12.61	57,500.00	10.27
Signal Production Money	12,500.00	15.76	25,000.00	4.46
Fringes Production Money	0.00	0.00	12,500.00	2.23
CD-ROM Production Money	0.00	0.00	12,500.00	2.23
Change in Sub Liability	0.00	0.00	-78,084.34	-13.95
INCOME SUBTOTAL	74,238.15	93.58	452,047.55	80.74
OTHER INCOME:				
Chronicle Income	2,200.00	2.77	21,450.00	3.83
Unclassifieds	756.05	0.95	3,194.75	0.57
Misc Royalties	307.54	0.39	1,831.01	0.34
Apple Income	0.00	0.00	50,000.00	8.93
Contributions	1,536.75	1.94	7,947.49	1.42
Interest Income	289.12	0.36	3,749.56	0.67
Miscellaneous Income	0.00	0.00	1,881.25	0.34
TOTAL OTHER INCOME	5,089.46	6.42	90,114.06	16.09
Grants Income	0.00	0.00	17,750.00	3.17
TOTAL REVENUE	79,327.61	100.00	559,911.61	100.00
COST OF SALES:				
Circulation Salaries	-4,580.04	-5.77	-34,864.70	-6.23
Sub Fulfillment	-1,707.38	-2.15	-27,342.14	-4.99
MacSub Fulfillment	-220.55	-0.28	-3,980.13	-0.71
MacSub Fulfillment-Salaries	-2,772.00	-3.49	-12,342.00	-2.20
Misc Circ Promo	-661.58	-0.83	-9,575.27	-1.71
Renewals	-2,349.39	-2.96	-13,412.78	-2.40
Direct Mail	0.00	0.00	-14.47	-0.00
Inserts	-2,650.76	-3.34	-8,225.38	-1.47
Billing	-273.68	-0.35	-2,790.54	-0.50
Credit Card Discount	-107.06	-0.13	-1,257.43	-0.22
Direct Distributor	-1,114.43	-1.40	-4,487.47	-0.80
Natl Newsstand (Warner)	-1,660.68	-2.09	-8,445.08	-1.51
Printing Magazine	-22,216.13	-28.01	-68,937.78	-12.31
Mailing List Fulfill	-23.41	-0.03	-1,666.47	-0.33

Point Foundation
Financial Statements
SEPTEMBER 30, 1988

	Current Month Amount	%	Year To Date Amount	%
Editorial Salaries	-5,399.34	-6.81	-38,153.03	-6.81
Editorial OPS	0.00	0.00	-400.00	-0.07
Writers/Contributors	-40.00	-0.05	-21,800.00	-3.89
Misc Edit Expenses	-305.86	-0.39	-1,957.12	-0.35
Computer Networks	0.00	0.00	-176.17	-0.03
Pre-Press	-3,843.13	-4.84	-13,193.65	-2.36
Research Salaries	-1,380.00	-1.74	-14,254.75	-2.55
Research OPS	0.00	0.00	-285.63	-0.05
Research Expense	-14.17	-0.02	-1,336.87	-0.24
Production Salaries	-5,655.00	-7.13	-41,302.25	-7.38
Production OPS	0.00	0.00	-38.30	-0.01
Outside Production Work	-260.02	-0.33	-3,175.12	-0.57
Production Supplies	-765.19	-0.96	-3,327.33	-0.59
Apple Salaries	0.00	0.00	-20,035.36	-3.58
Apple OPS	0.00	0.00	-1,232.00	-0.22
Apple Expenses	0.00	0.00	-1,512.25	-0.27
Signal Salaries	-69.00	-0.09	-34,877.19	-6.23
Signal OPS	0.00	0.00	-1,523.25	-0.27
Signal Expenses	0.00	0.00	-11,658.17	-2.08
Fringes OPS	0.00	0.00	-30,000.00	-5.36
Fringes Expenses	-58.77	-0.07	-3,533.12	-0.63
CD-ROM Salaries	-11,322.00	-14.27	-82,006.29	-14.65
CD-ROM OPS	-701.25	-0.88	-1,507.00	-0.27
CD-ROM Expenses	-2,809.83	-3.54	-13,752.33	-2.46
Buy EWEC's	0.00	0.00	-2,340.80	-0.42
Buy WESC's	0.00	0.00	-160.00	-0.03
Fulfill EWEC	-62.36	-0.08	-898.00	-0.16
Chronicle Expenses	-1,630.00	-2.05	-17,254.90	-3.08
TOTAL COST OF SALES	74,659.01	94.11	559,836.19	99.99
GROSS MARGIN	4,668.60	5.89	75.42	0.01
GENERAL & ADMINIST. EXPENSE:				
Office Salaries	-2,736.00	-3.45	-23,411.24	-4.18
Pub/Admin Salaries	-2,663.34	-3.36	-7,658.38	-1.37
Pub/Admin Pre-Project	0.00	0.00	-765.00	-0.14
Insurance - Workers Comp	-816.75	-1.03	-1,851.08	-0.33
Insurance - Other	-362.57	-0.46	-572.02	-0.10
Paid Vacation Expense	-672.00	-0.85	-3,552.00	-0.65
Kaiser Health Plan	-553.14	-0.70	-2,647.17	-0.47
Taxes - Other	-325.00	-0.41	-1,980.32	-0.35
Taxes - Payroll	-1,408.03	-1.78	-23,158.10	-4.14
Office/Computer Supplies	-13.80	-0.02	-4,668.40	-0.83
Equip Rent/Maint/Spls	-521.87	-0.66	-5,373.58	-0.96
Telephone	-724.73	-0.91	-6,967.48	-1.24
Postage	-1,260.06	-1.59	-7,136.68	-1.27
Container Rent	-200.00	-0.25	-1,800.00	-0.32
Building Rent	-3,017.00	-3.80	-26,197.00	-4.68
Maintenance	-124.71	-0.16	-856.60	-0.15
Utilities	-493.52	-0.62	-3,918.14	-0.70
Legal/Profsl/Copyright	-3,010.00	-3.79	-3,522.00	-0.63

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Financial Statements
SEPTEMBER 30, 1988

	Current Month		Year To Date	
	Amount	%	Amount	%
Interest + Penalties	-243.31	-0.31	-2,072.68	-0.37
Bank Service Fees	55.69	0.07	-1,194.20	-0.21
Misc Expense	-170.74	-0.22	-1,668.67	-0.30
Prior Yr Exp + Adj	0.00	0.00	719.02	0.13
WELL repay expenses	300.00	0.38	2,700.00	0.48
TOTAL GEN. & ADMIN. EXPENSE	18,961.00	23.90	127,652.32	22.80
Grants Expense	0.00	0.00	-17,750.00	-3.17
CHANGE IN FUND BALANCE	-14,292.40	-18.02	-145,326.90	-25.96

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SEPTEMBER 30, 1988

ASSETS

CURRENT ASSETS:	
Cash - WestAmerica Bank	20,251.07
Cash-Wells Fargo/Mill Valley	3,888.44
Petty Cash	26.34
Cash/CD - 1st Nationwide	10,000.00
TOTAL CASH IN BANK	34,165.85
A/R - Distributor	22,348.77
A/R - Mailing List	3,557.60
A/R - The Well	630.08
A/R - Chronicle	2,200.00
A/R - Employee Kaiser	432.52
A/R - Employee	1,177.69
TOTAL ACCOUNTS RECEIVABLE	30,346.66
Inventory - WER	1,575.00
TOTAL INVENTORY	1,575.00
TOTAL CURRENT ASSETS	66,087.51
FIXED ASSETS:	
Furniture & Equipment	187,042.12
TOTAL FIXED ASSETS	187,042.12
Accumulated Depreciation(Cr)	-100,940.00
FIXED ASSETS (LESS DEPR.)	86,102.12
OTHER ASSETS:	
Investments: Zoeworks	30,000.10
Reserve for Losses	-27,600.10
Investments: The WELL	3,500.00
Deposits	125.00
Prepaid Taxes	770.00
Prepaid Expense	740.95
TOTAL OTHER ASSETS	13,535.95
TOTAL ASSETS	165,725.58

Point Foundation
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LIABILITIES & EQUITY

CURRENT LIABILITIES:	
A/P - Trade	38,331.16
A/P - The Well	3,895.81
A/P - Chronicle	430.00
Contracts Payable - Current	815.55
SWT Payable	510.41
SDI Payable	221.95
FWT Payable	2,416.12
FICA Payable	2,978.52
TOTAL CURRENT LIABILITIES	49,599.52
LONG TERM LIABILITIES:	
Contract Payable - Long Term	18,608.60
Notes Payable - Long Term	20,000.00
Sub Advances - Long Term	379,354.16
NWEC/Random House L-TPayable	48,396.43
TOTAL LONG TERM LIABILITIES	466,359.19
TOTAL LIABILITIES	515,958.71
Fund Surplus Beginning	-204,906.23
INCREASE/(DECREASE) IN FUND	-145,326.90
TOTAL LIABILITIES & EQUITY	165,725.58